



INDIAN SCHOOL SOHAR
UNIT TEST II (2024-2025)
ENTREPRENEURSHIP (066) SET: 2

Class: XI

Date: 14/01/2025

Max Marks: 20

Time: 45 minutes

General Instructions:

1. This question paper contains 10 questions.
2. The question paper contains 4 sections - A, B, C and D
- 2.1. Section A contains multiple choice questions
- 2.2. Section B - 2 marks; Answers to these questions may be from 30-40 words.
- 2.3. Section C - 3 marks; Answers to these questions may be from 50-75 words.
- 2.4. Section D - 5 marks; Answers to these questions may be from 120-150
3. Internal choice is given in the paper, there is no overall choice.

Section - A

1. This category is like brain box of the enterprise. Framing policies, objectives goals etc. for the enterprise, ensuring their implementation and finally getting the work done from workers is the field area of this category. Identify the category of human resource. [1]
- a) Administrative manpower
 - b) Non-managerial staff
 - c) Managerial staff
 - d) Professional manpower

OR

Mohan and Sohan are friends since college. They both were the students of entrepreneurship class and were keen to start their own business. They decided to develop a product that would help old people stand straight and designed a prototype for some investors. The investors liked their idea and asked them to produce a lot of 50 samples after which they will final the investment. Mohan and Sohan withdrew their savings and took some cash from their families as borrowings to make a sample lot. Which resource is highlighted in the above text?

- a) Material
 - b) Material
 - c) Financial
 - d) Intangible
2. From the items given in **Column A** match the items in **Column B**: [1]

Column A	Column B
A. Careful selection of place	(i) Material resources
B. Charting work schedule for production	(ii) Finding sources of funds
C. Financing business for 3 -5 years	(iii) Transportation costs
D. Making quality checks	(iv) Manning table

Alternatives:

- a) A-iii, B- i, C- iv, D-ii
 - b) A-ii, B- i, C- iv, D-iii
 - c) A-ii, B- iii, C- iv, D-i
 - d) A-iii, B- iv, C- ii, D-i
3. In Kenya, mobile phones are being used to collect data and report on disease-specific issues from more than 175 health centers serving over 1 million people. This technology has reduced the cost of the country's health information system by 25% and cut the time needed to report the information from four weeks to one week. Which concept of entrepreneurship is discussed in the above case? [1]
- a) Incubation
 - b) Risk- taking
 - c) Role of technology
 - d) Opportunity seeking
4. Raj has a pav bhaji stall. On a particular day, he sells 50 plates of pav bhaji @ ₹35 per plate. The cost of making one plate of pav bhaji comes to ₹22 per plate. His gross margin for that day will amount to ____.
- a) ₹1,750
 - b) ₹650
 - c) ₹1,000
 - d) None of these

5. **Read the following statement: Assertion (A) and Reason (R): Choose the correct Alternative.** [1]
- Assertion (A)** - Social entrepreneurs consider that every innovative idea will be successful.
- Reason (R)** - Ideas for social entrepreneurs arise from obstacles which are viewed as a possible opportunity whose solutions may be beneficial for the society.
- Alternatives:**
- Both (A) and (R) are true and (R) is the correct explanation of (A).
 - Both (A) and (R) are true and (R) is not the correct explanation of (A).
 - (A) is true, but (R) is false.
 - (A) is false, but Reason (R) is true.

Section-B

6. In order to build up loyal, efficient and dedicated personnel, the entrepreneur needs to address two questions. Identify and explain. [2]
7. Identify the invention leading to entrepreneurial ventures: [2]
- Spencer was conducting a radar-related research project with a new vacuum tube. Spencer realized that the candy bar in his pocket began to melt during his experiments. He then put popcorn into the machine, and when it started to pop, he knew he had a revolutionary device on his hands.
 - John Hopps, was conducting research on hypothermia and was trying to use radio frequency heating to restore body temperature. During his experiment, he realized that if a heart stopped beating due to cooling, it could be started again by artificial stimulation.

Section - C

8. Swarna runs a high-end boutique. With growing competition from readymade clothes, she decided to venture into the field of e-commerce, trading in the handicrafts of our country. Suggest to her certain new technological advancements and also discuss any two of them. [3]
9. Ankit Jha's eMithilaHaat sells traditional and ancient Mitaila paintings on handmade paper that can be framed as well as on 'tasar' silk, which can be used as wall hangings and sells them across the globe at competitive prices. eMithilaHaat buys the artwork at mutually agreed upon prices and shares profits from online sales with the artists. Though they are a for-profit organization, they have a clear mission to help the artisans in preserving and promoting these endangered art forms. [3]
- Identify and explain the type of entrepreneur?
 - Explain any two characteristics of this entrepreneur in the context of the above example.

Section -D

10. Ms. Keerthi runs a sandwiches stall outside a shopping mall. Following information given below regarding the cost and revenue. [5]

Capacity	200 sandwiches per day
Demand	150 sandwiches per day
Unit price	₹35 per sandwiches
Ingredients and materials requirements per sandwiches	₹15 per sandwiches
Rent	₹2,000
Salary	₹2,400
Other fixed overhead expenses	₹1,600
Electricity	₹500

From the above given information calculate:

- Total Fixed Cost
- Calculate Break Even Point (in units) and Break-Even Point (in sales)
- Calculate new BEP (in units) and (in sales) if fixed overhead expenses increased by ₹100.
- What do you mean by break – even point? How break even analysis will help entrepreneurs?

OR

- a) In 1894, Dr. John Harvey Kellogg was superintendent of a famous hospital in Michigan. His younger brother, Will Keith Kellogg, was the business manager. One day, after cooking some wheat, the men were called away. When they finally returned, the wheat had become stale. They decided to force the tempered grain through the rollers anyway. Surprisingly, the grain did not come out in long sheets of dough. Instead, each wheat berry was flattened and came out as a thin flake. The brothers baked the flakes and were delighted with their new invention. They realized that they have discovered a new and delicious cereal, but they had no way of knowing that they had accidentally invented a whole new industry. Will Keith Kellogg eventually opened his own cereal business and its most famous product is still sold today.
- a) What accidental discovery did John Harvey and Will Keith Kellogg make at their health spa in Battle Creek, Michigan? When it was made available to general public?
 - b) How did the Kellogg brothers demonstrate problem-solving skills in their discovery of a new cereal?
 - c) Explain how innovations leading to entrepreneurial ventures?